

FIG. 1

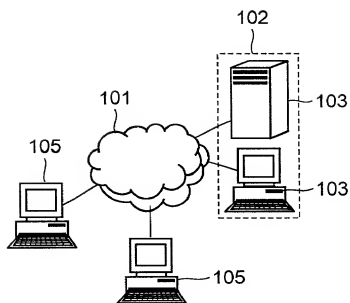


FIG. 2

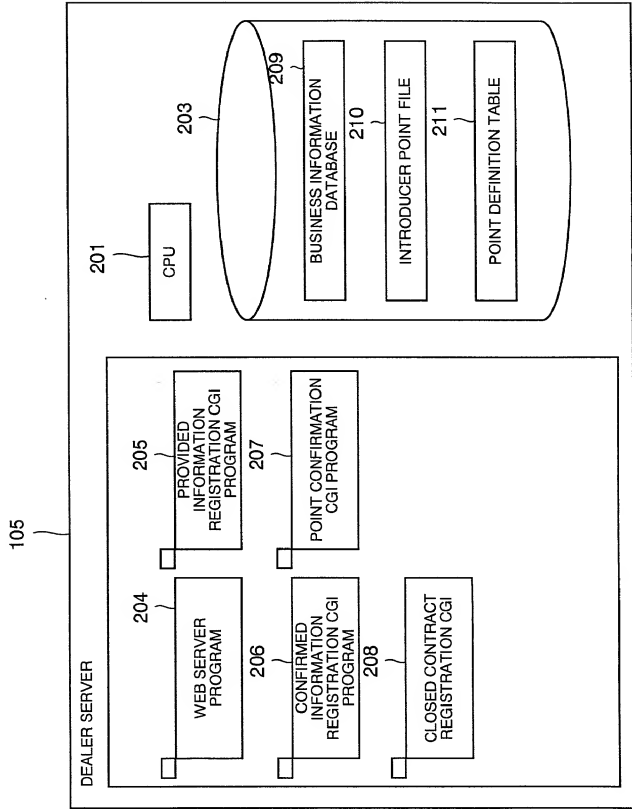


FIG. 3

REGISTERED MEMBER ID :	XYZ01234	301 302
PURCHASER'S NAME :	TARO YAMADA	303
ADDRESS :	1 CHIYODA-KU, TOKYO	304
TELEPHONE NUMBER:	03-9999-9999	305
DESIRED TYPE OF HOUSE :	DETACHED	306
TIME OF PURCHASE :	WITHIN 1 YEAR	307
PRICE RANGE :	40 MILLION YEN	308
FUND :	BANK LOAN + SAVING	309
DESIRED ROOM ARRANGEMENT :	5 BEDROOMS	310
FAMILY MAKE-UP :	COUPLE WITH 3 CHILDREN	311
COMPETITOR CONDITIONS :	3 AGENCIES	312
DECISION MAKER :	PURCHASER'S WIFE	313
INFORMATION SUPPLIER DISCLOSURE :	ALLOWED	314
OUTPUT	REGISTER	315
	CANCEL	316

[illegible][illegible]

FIG. 5

ITEM	NUMBER OF POINTS
FAMILY MAKE-UP	10 POINTS
PURCHASE PRICE RANGE	10 POINTS
FUND PLAN	10 POINTS
DESIRED ROOM ARRANGEMENT	5 POINTS
FAMILY MAKE-UP	5 POINTS
COMPETITOR CONDITION	5 POINTS
PURCHASE	10 POINTS
INFORMATION SUPPLIER DISCLOSURE POSSIBILITY	10 POINTS

FIG. 6

REGISTERED MEMBER ID	NUMBER OF POINTS
XYZ01234	100
XYZ01234	200
XYZ01234	5000
XYZ01234	100

FIG. 7

DEAL NUMBER			
REGISTERED MEMBER ID			
PURCHASER'S NAME			
ADDRESS			
TELEPHONE NUMBER			
PURCHASE TYPE			
PLANNED PURCHASE DATE			
PURCHASE PRICE RANGE			
FUND PLAN			
DESIRED ROOM ARRANGEMENT			
FAMILY MAKE-UP			
COMPETITOR CONDITION			
PURCHASE DECISION MAKER			
INFORMATION SUPPLIER DISCLOSURE POSSIBILITY			

FIG. 8

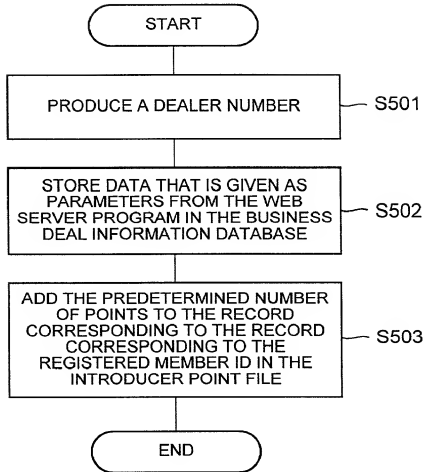


FIG. 9

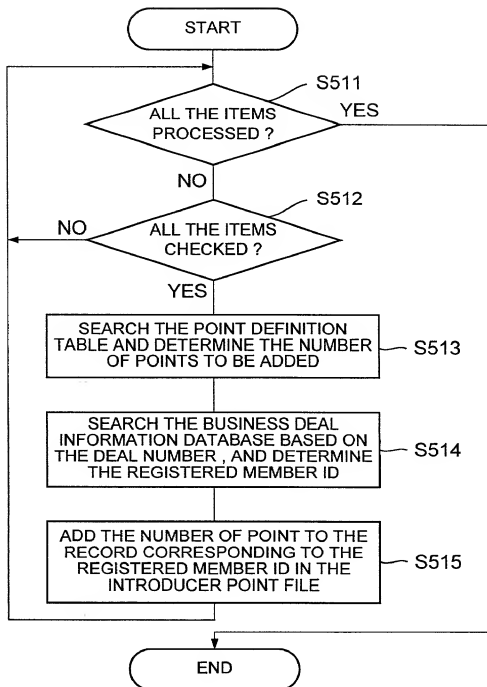


FIG. 10

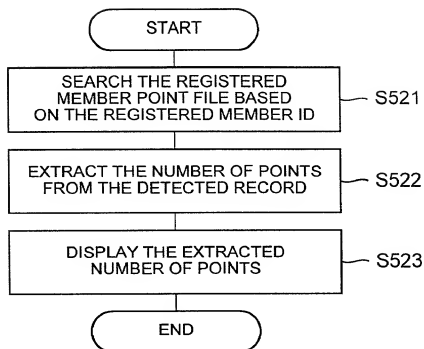


FIG. 11

